

AUTOMOBILE NEWS FROM THE WORLD-WIDE FIELD

Outlook for Auto Business Never So Clear or Industry on Firmer Basis, Says R. E. Scott.

DESERTS BROXCHO FOR AUTO

R. C. Hupp Says With Production at 600,000 Cars Per Year, It Will Take Ten Years to Supply Demand of Farmers Alone.

J. S. Patterson, advertising representative for many years for the Chicago Record-Herald and Examiner and more recently for the New York Globe, has become a Detroit, having been appointed director of publicity for the Hupp Motor Car Company.

Sales Director Norval A. Hawkins, of the Ford Motor Company, is on a six weeks' inspection tour of Ford branches and dealers through the South and Southwest. Mr. Hawkins will include in his trip Los Angeles and San Francisco.

"Conditions in the automobile business are more settled than at any previous time," says Richard E. Scott, general manager of the Hupp Motor Car Company. "I can't recall a time when the outlook was so clear or the industry on a firmer basis than right now."

The government of Honduras, the Netherlands, Argentina and Italy have purchased Studebaker cars for use by the commissioner at the Panama-Pacific Exposition. The United States Government not only has two Studebaker cars on the ground for its representatives, but uses a Studebaker official mail car in connection with its postal service at the exposition.

William F. Cody, known the world over as "Buffalo Bill," has deserted the broncho for the automobile. He recently purchased an Overland touring car, and is now seldom seen without the wheel of his favorite machine. He frequently uses the car for jumps from town to town when traveling with the Wild West show, of which he is the leader.

Although R. C. Hupp entered the automobile business in 1902 and has been identified with the growth of the industry from the very beginning, he is optimistic with regard to the continuing of the industry and the outlook for the future. Mr. Hupp believes that the field for the sale of motor cars has only just opened to its true possibilities, and that the rate of production about 600,000 cars per year will take the manufacturers of America ten years to supply the demand of the farmers alone.

George C. Hubbs, assistant general sales manager of Dodge Brothers, has just returned from a swing through the South and Middle-Western sales districts, on which he visited Dodge Brothers dealers in Dayton, Cincinnati, Louisville, Nashville and Indianapolis. This was Mr. Hubbs' third trip in connection with his plan for giving personal assistance to the sales campaign of dealers in the larger cities. On previous trips, Mr. Hubbs visited Michigan, Iowa, Nebraska and South Dakota territory.

Pulling through a stretch of sand twelve inches deep near Tarboro, N. C., in high gear, a Cole eight-cylinder car completed a run of 5.3 miles, in high gear all the way, on five gallons of gas and one-half gallon of oil. This gives the car a gasoline mileage of 16.7 miles per gallon, which is extremely high considering the sandy nature of the roads in that section of the country.

Evidence of the amazing development of automobile engineering as applied to low-priced cars was furnished in the recent hill-climb at Uniontown, Pa. Here a Saxon "4" took second place in the "230-inch class," defeating cars of higher price and greater piston displacement and yielding the victory only to a car of larger size and nearly twice the price. The Saxon "4," the smallest 4-cylinder car in the race, won the time for the climb up Summit Mountain was 3 minutes 50 seconds, setting a new record for the hill. The Saxon "5" shot up the steep grade in 4 minutes 4 seconds. Buick was third and Maxwell fourth.

The Indiana Secretary of State has placed an order for 50,000 motor license tags for 1915. The tags will have black letters on a white background. The 1915 combination of color and green has not met with much favor. There were 65,000 licenses issued in 1914, and it is estimated the number will run to 80,000 this year.

Cleveland at present is turning out about 150 trucks each week. As fast as they are finished and packed they are shipped to Atlantic seaports, where they are taken over by representatives of the European countries and shipped abroad.

The Waterloo (Ia.) Speedway Association has filed incorporation papers, with a capitalization of \$250,000, to build and maintain a speedway at Elk Run.

As a result of the interest manifested at the recent races in Spokane, local motor car men and capitalists shortly will consider plans for a two-mile speedway similar to that constructed in Tacoma. The track will cost \$160,000.

Florida may now be added to the list of States whose laws for the taxing of motor cars have been upheld by the highest tribunal in the land. In Florida the State statute fixes license of \$3 on each car. Two car owners after paying that contended they should not be required to pay a further tax. In some places they were subjected to separate city and county taxes as well. They went to the courts, but the Supreme Court ruled against the plaintiffs.

At the rate the registration numbers have been going, it will not be surprising if at the end of the year 120,000 cars will have been licensed in the State of Michigan, as compared with 75,359 in 1914.

The Georgia Railroad Commission has handed down a decision holding that jitney buses are common carriers under the Georgia statute, and as such are subject to regulation by the commission. The commission issued a set of tentative regulations by which the operation of jitneys will be guided until July 1, when criticisms will be heard upon these rules for the purpose of arriving at just and reasonable regulations.

Wisconsin limits of fifteen miles per hour in cities and twenty-five miles per hour in country districts have been permitted to stand by the Wisconsin Legislature. A movement to reduce country speeds to twenty miles per hour was effective only for the motor clubs. The eight-mile limit when passing school grounds is enlarged to include county or State hospitals.

pital or poor-farm grounds and cemeteries.

Florida's new law abolishes State registration and provides for the sale of license tags in the different counties. The county license is graduated on the seating capacity of the automobile. A motorcycle license will be \$2.

Of the three most important countries in South America, Argentina, Brazil and Chile, the last is the only one that has no docks, and consequently shipping to its ports is correspondingly difficult and careful crating of automobiles consigned to Chile is essential.

The fastest time of which any recognized record is held in an automobile is the one made by Bob Burman, at Dayton, Ohio, on April 23, 1911, when he made one mile in 25.46 seconds.

RETRIEVES CHARACTER BY BRILLIANT HEROISM

(Continued from First Page.)

ing rain, and often shoulder-deep in water, has just come to light. The object of the enemy was to cut off the river route of the British, to capture the important town of Ibi, on the Benue, with its large quantities of stores, and also to destroy the telegraph junction at that place for the purpose of isolating the British columns operating against the Germans to the north of the Cameroons.

Major Churcher, who was in charge at Ibi, was specially detailed to watch the German frontier and obtain news of the enemy's movements. The Germans spread the report that they had abandoned their post at Kentu, with their hill fort near the boundary, and that they were retreating, but Major Churcher, who had already acquired valuable information of their doings, heard that, on the contrary, a strong force of the enemy was ready to cross the frontier.

OFFICERS PRETENDED POSITION WAS SAFE

A day or two previously Lieutenant Waters had arrived at Takum with a force of fifty Nigerian police, and the garrison at once stood on the alert. The eight blockhouses which had been hurriedly erected round the place being manned. The time was an anxious one, as there was no Maxim at Takum, and none of the police had experienced rifle fire, but for the sake of reassuring the natives the two white officers had to pretend that the position was really safe.

When the Germans were seen approaching in strong force through a pass 500 yards distant the British opened fire and inflicted great damage on the enemy, who were in close formation.

A Maxim was brought into action by the Germans, but a well-placed shot killed the officer working it. A very hot engagement ensued, and firing was continued for six hours, the hands of officers and men being burnt by the overheated rifles.

The enemy made a series of rushes, but never got nearer to the blockhouses than 300 yards, and at sunset retreated. They threw away their Maxim, but left behind a strong rear guard.

The British force, for the first time under rifle fire, was wonderfully steady, and one native corporal expressed his anxiety to charge the Germans by himself. The officer suffered heavily in killed and wounded, but not one of the defending forces was hit.

At sunset a drenching rain commenced to fall, but as it was feared that the enemy would be re-enforced, the British officers ordered a retirement on the river, in order to defend Ibi. This was accomplished in the darkness, the British, who had been without food for eighteen hours and with no water for eighteen hours, marching in single file through swamps and rivers, often immersed to their necks, until six hours later they reached the river. Here a position was entrenched and arrangements were made to destroy the bridge after the British had crossed. From this point orders were sent for the British to be re-enforced from Yola, and the new troops arrived four days later. Contrary to expectation, however, the Germans did not pursue the retreating force, and it was learned afterwards that the German officers had repeatedly attempted to take Takum, but that their native troops refused again to face the "Jufar" at that place, which they had found already too formidable for them.

Two New Mining Towns.

FAIRMOUNT, W. VA., July 3.—The Consolidation Coal Company is sinking two shafts in the new coal field, and is also building two mining towns to house and otherwise provide for the extensive forces required to get out the coal. These towns, according to the report, are growing rapidly, and, besides restaurants, stores and other places of business, a picture of activity and enterprise. The Fairmount Gas Company has laid a pipe line four or five miles long to convey gas for heating and lighting the new communities. One town is named Ida May, the other Carolina.

New Cotton Mill for Concord.

CONCORD, N. C., July 3.—Concord is to have another cotton mill in the near future. A company is being formed to erect and operate a twentieth century mill that will be strictly up-to-date in all respects. J. A. Goodman and William Flowe are at the head of the movement, and they are men who know no such word as fail.

SPECIALLY LOW PRICES USED AUTOS FOR GOOD

100 OTHER USED CARS

1914 STUTZ touring, small 7 pass; electric starter, full factory equipment. \$1250.
1914 MCKINNEY touring, full factory equipment. \$1250.
1915 BUICK "4", good as the day it was made. \$1250.
1915 CHALMERS touring, full factory equipment, with extra. \$1250.
1914 CADILLAC touring, car as good as the day it was built. \$1250.
1914 CATERHAM coupe, as good as the day it was built. \$1250.
1915 CHALMERS six-cylinder, nicely equipped with extra. \$1250.
1914 PAIGE touring, electric starter and lights, good shape. \$1250.
1914 PAIGE touring, electric starter and lights, good shape. \$1250.
1914 R. C. H. touring car, very good condition, snap at \$275.
1914 BUICK touring, overhauled and repainted. \$1250.
1914 OVERLAND touring car, electric starter and lights, very good condition. \$1250.
1914-1915 FORD touring car, equipped with top, spare tire, good running order. \$150 to \$200.

Gorsor's Automobile Exchange

238-240 N. Broad St., Philadelphia

GOOD WOMAN TALKS TO A COMPANY OF HOME FOLKS

(Continued from Second Page.)

as clean as patrons and children could make it. The primary room walls had been tinted in a restful shade, all woodwork painted in single shades and everything neat and clean. The children were working at their lessons outdoors in three groups. Some were building doll houses, boys were making furniture, girls were making doll clothes, others reciting geography and others girls making curtains for the windows. No listlessness, no headaches, but everybody full of interest and activity.

"And they all seemed to be so glad to see us and to tell us of their progress, lessons in grammar being mingled with the simple conversations about the lessons. At recess the children showed great pride in their exhibits of work. Altogether it was hard to believe these to be the same scholars as I visited a year ago, who came to school two days and stayed home three, but who now were very regular in attendance."

"At noon we all went into the higher grade room to see the work being done there. Tinted walls, curtained windows, new upright piano, three-burner oil stove, oven, and in it part of the lightbread rice for the afternoon cooking class. A fireless cooker, made by the boys, stood near honeysuckle baskets made by the primary children filled with different articles to be cooked that afternoon. The girls had made rugs, mats and fancy work of all kinds; wool, flax and cotton charts, maps in relief, and splendid composition. The general average of classroom work had increased 100 per cent, and the entire school was showing a general efficiency chart, showing this improvement."

THE BOYS AND GIRLS READILY TAKE ON

"As I talked to the enthusiastic half-grown girls, who were so well informed as to what they were making, I could not but be struck by the quiet dresses. I could not ask if these were the same gaudily-dressed girls of a year ago. They were, yet they were not."

"Now for the reason: To what force or agency can we attribute these radical changes? The personality of the teachers stands first—a live league comes next, and then last, but not least, the industrial work, put into the school work through the influence of the teachers over the patrons."

"I could tell you of many changes made in the homes and lives of these children through this school's activities; how the parents are awakening to the duty of their own homes and their children, how there has been born a new life and pride in the entire community. But time forbids. The teachers are not above the average in preparation, but far above the average in their attitude towards the children, the parents and the neighborhood."

DOCTORS ASTONISHED BY FITNESS OF FRENCH

(Continued from First Page.)

officer of a German hussar regiment was captured. His uniform was covered with blood and dust, but he looked every inch a soldier.

A French officer asked him to sit down, and inquired if he spoke French. "Yes," he replied, and added, with a bit of irony, "I had much practice at Lally later."

"No, it is not the most cruel fate for an officer," he said.

Then, after a short silence, as if arguing with himself, the prisoner went on: "At least, I have an excuse. I am wounded and so weary that I can hardly stand. For two days I have been on guard. For forty-eight hours I have not slept."

"My ear is out in two," he said. "Not in two, but in three!"

"It was in Von K's trench that you were captured?" asked the French officer. "Yes," replied the prisoner, "in a German house. The officer stood, and this time did not reply. Afterward it was learned that the prisoner was Prince von K. himself."

KENTUCKY SAW THINGS IN LEE COUNTY, VA.

(Continued from Second Page.)

ness," but the valleys and mountain sides of that section are still ablaze with electric lights and lighted by the flames of thousands of coke ovens. This operation demonstrates to a great extent the wealth of the Lee County coal fields. It works three seams above the surface, all of which will average five feet in thickness, and in addition to the three seams which are now being worked, there are remaining seams higher up in the mountain which can be worked. It works coal lying under the water level in that vicinity. Construction work on the Keokee operation was started in 1907, and completed two years later, the mines now having a rated capacity of 2,000 tons per day, employing 1,000 men, 600 men underground. The entire output of the Keokee plant is shipped over the Virginia and Northwestern Railway, but the Louisville and Nashville mill that will be strictly up-to-date in all respects, and doubtless at an early date will construct a road up there. The population of the little mining town of Keokee is now about 1,600.

IN MOUNTAIN REGIONS SOUTH HOLDS BIG CARD

(Continued from Second Page.)

5,000 feet. Then, where the beeches dwindle until adult trees are only a few high, there begins a sub-arctic zone of black spruce, balsam, striped maple, aspen and the "Peruvian" or red cherry. And there is business in it all, too.

"I have named only a few of the prevailing growths. Nowhere else in the temperate zone is there such a variety of merchantable timber as in Western Carolina and the Tennessee front of the Unaka system. About 120 species of native trees grow in the Smoky Forest itself. When Asa Gray visited the North Carolina mountains he identified, in a thirty-mile trip, a greater variety of indigenous trees than could be observed in crossing Europe from England to Turkey, or in a trip from Boston to the Rocky Mountain plateau."

As John Muir has said, "our forests, however slighted by man, must have been a great delight to God; for they were the best He ever planted." "The undergrowth is of almost tropical luxuriance and variety. Botanists say that this is the richest collecting ground in the United States. Whether one be seeking ferns or fungi or orchids, or almost anything else vegetal, each hour will bring him some new delight. In summer the upper mountains are one vast flower garden; the white and pink of rhododendron, the blaze of azalea, conspicuous above all else in settings of every imaginable shade of green."

It should be borne in mind that in addition to the wonders with which nature has so liberally favored this section in climate, in soil, in timber, in water-courses and in waterfalls, this vast region, surpassing in extent England and Scotland and almost as big as the very heart of the country.

The Home of the Real Raw Material. Toward the setting sun are the mighty prairie States, with their immense grain yields and their amazingly great industrial development. On this side are to be found Ohio, Indiana and Illinois and the far West, the mighty agricultural interests of Cincinnati, Cleveland, Chicago and other industrial centers of the West.

The rising sun, as it bathes these mountain tops with its glory, passes over orange and the grapefruit groves of Florida, on through the cotton belt and the almost limitless fields of the coast, which now run far into the interior.

In this mountain region can be assembled not only the raw materials with which nature has endowed this section, but the fruits, the vegetables, the meats, the grains and the grasses of the South and the West that would find a common outlet in these mountain sections.

This region ought to be developed as the great scenic and resort place of America.

It ought to be made more widely known, and far more attractive than the mountains of Colorado.

It ought to be advertised ten times more broadly than it has ever been advertised.

It ought to be crowded, winter and summer, with people from every part of the land, North and West, as well as South.

The possibilities for this section as a resort region are unsurpassed by any other section of any other country on earth. And yet the resort feature, as great as the possibilities of this region for the development of industrial interests, where climatic advantages would give the highest possible efficiency to workmen.

Nowhere else in all the land can there be found a region where the raw materials for manufacture and the foodstuffs for maintaining population can be so advantageously assembled in connection with a climate so invigorating, winter and summer, as that of this wonderful land from Virginia to North Alabama.

If these advantages can be continuously and undisturbedly and broadly made known to the country, there will eventually come a development worthy of the matchless charms and limitless resources of this heaven-blessed country.

Another Keating Mill Going Up

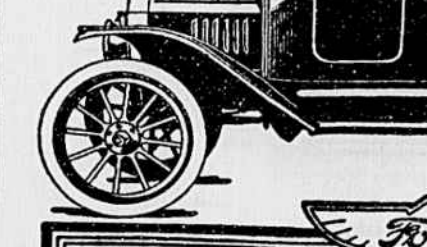
FORREST CITY, N. C., July 3.—W. P. Leister has completed his plans for the establishment here of a Keating mill. He has let the contract for the construction of the building and has also contracted for the necessary machinery and will have it in operation before the end of the year.

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Readily adaptable to all situations, with its ability to meet and overcome the unusual, the Ford is the car for your tours and camping expeditions, as well as being a genuine utility in the demands of everyday life. Averaging about two cents per mile to operate and maintain.

Barring the unforeseen, each retail buyer of a new Ford car between August 1914 and August 1915 will receive from \$40 to \$60 as a share of the Ford Motor Company's profits.

Touring Car \$490; Runabout \$440; Town Car \$690; Coupelet \$750; Sedan \$975; f. o. b. Detroit with all equipment. On display and sale at Kachler Motor Co., Broad and Ryland, Richmond, Va.

WE HAVE MANY OTHER BIG VALUABLE TOOLS, TRUCKS AND DELIVERY WAGONS, \$150 UP.

NEST OF SPIES FOUND IN NORTHERN FRANCE

(Continued from First Page.)

of the season was being held in Kiel roadstead, and one of the Imperial sailing vessels was taking part in it. The Kaiser had gone aboard a fast yacht, which was following some distance behind the leading group of racers.

SOME THOUGHTS ON GOOD WORK IN APPLE ORCHARD

(Continued from Second Page.)

the double plow is needed in the old orchard as well as the young. COVER CROP IN MIDSUMMER

AND ITS DANGER

Frequent surface tillage should be practiced until midsummer, at which time a clover crop should be sown upon the land to give protection to the soil during the winter, and also to add organic matter to the soil. Many different plants have been used very successfully for cover crops; the clovers are the most-used winter covers of the leguminous class, and rye the most usual nonlegume.

A point which needs to be watched very carefully is the delaying of plowing the land in the spring, waiting for the cover crop to attain the desired size before turning it under. It frequently happens in Virginia that we experience periods of drought of greater or less duration in the spring. It is important to plow the orchard before the beginning of dry weather, and the delay of the cover crop may be avoided by using a cover crop which would make considerable growth in the fall and winter, for which purpose rye is very well suited. If a leguminous crop is desired to add nitrogen to the soil, cowpeas or soy beans might be grown, occasionally turning them under in the fall and then seeding rye for a winter cover.

TOO MUCH TILLAGE MAY SOMETIMES HURT

While lack of tillage is frequently met with in Virginia orchards, we occasionally meet with the opposite extreme, namely, too much tillage. Constant surface tillage year after year, where only small amounts of organic matter are added to the soil, may produce a "dead" condition. This means that the organic matter, or humus, has been burned off by frequent cultivation. This difficulty may be avoided by a judicious use of cover crops and green manure crops along with tillage.

MILITARY EXPERTS PROVED IGNORANT

(Continued from First Page.)

will give you a pension of 600 francs (\$120) a year. "And how much that every month?" "Fifty francs (\$10)."

"Fifty francs!" the negro shouted, flushing, in spite of his black skin. And, executing a kind of stomach dance on his mattress while beseeching Allah, Mohammed and all the spirits of Paradise to bless the government of France, he exclaimed:

"Fifty francs a month! Me never work again; me buy two nice fat black wives right away!"

AGED SOLDIER DIES WITH SWORD IN HAND

(Special Cable to The Times-Dispatch.)

LONDON, July 3.—Trooper George Bennett, eighty-nine years old, who served in the Indian mutiny, was greatly affected by the war news. After reading the latest dispatches one day recently, he exclaimed:

"Get my sword from under the bed, missus. I'm not going to be called a coward."

With the sword in his hands he dropped back on his pillow and died.

The London police do nothing by halves these days. The other evening there came an urgent call for a strong force of special constables to be dispatched post haste to a distant destination, so the authorities in charge of the "specials," having collected their men, telephoned to the principal omnibus company to supply six motorbuses at once.

The company replied that all its buses were out at work. Scotland Yard, notified of this, did what Von Hindenburg would have done in similar circumstances. Police were sent out into Whitehall with orders to stop the first six motorbuses that came by, turn out their passengers and bring the vehicles and their drivers round to the embankment. In ten minutes the commandeered buses were speeding eastwards with their loads of "specials" on government service.

MARATHON

(Continued from Second Page.)

American commercial supremacy is built on the policy of "not how cheap, but how good" and as long as we continue to make absolutely the best merchandise that can be made, just so long will we reign supreme.

Marathon Tires are emblematic of American quality. They stand alone the criterion by which to judge all others.

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The concentrated tread is a remarkable example of American ingenuity and is an exclusive Marathon feature. It makes possible the 5,000 mile guarantee.

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Guaranteed 5,000 Miles

Special Prices on G & J Guaranteed United States Tires

Plain Guaranteed 3,500 miles. Nobby Guaranteed 5,000 miles.

Prices Tires Tubes

30x3 7.75 \$1.85

30x3 10.10 2.20

32x3 11.60 2.30

32x4 16.55 3.15

34x4 18.00 3.25

36x4 24.85 4.20

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37x5 27.00 4.50

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KELLY-SPRINGFIELD TIRES AND TUBES, MICHELIN TIRES AND TUBES, MOTZ CUSHION TIRES, DIAMOND TIRES AND TUBES, RAYFIELD CARBURETORS, ATWATER-KENT IGNITION SYSTEM, KEYSTONE GREASE, VEEDOL OIL, TASCO OIL, J. M. NON-BURN BRAKE LINING, TEMCO SHOCK ABSORBERS, COLUMBIA No. 6 DRY CELLS, DEMOUNTABLE WOOD WHEELS FOR FORD AND MAXWELL CARS.

And All Other Auto Accessories, Including Everything for the Ford.

Prest-O-Lite Service Station. Gasoline Station.

We have free air and water convenient, which we invite you to make use of without obligation.

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